# ILLINOIS GAS UTILITIES
## A Comparative Study of Gas Sales Statistics For Calendar Years 1986 and 1985

Illinois Commerce Commission
Research Bulletin No. 116

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# Illinois Gas Utilities
# A Comparative Study of Gas Sales Statistics
# For Calendar Years 1986 and 1985

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# I N T R O D U C T I O N

This study compares gas sales statistics for the calendar year of 1986 with gas sales statistics for the calendar year 1985 for the following sixteen public utilities furnishing gas service in Illinois:

Central Illinois Light Company
Central Illinois Public Service Company
Consumers Gas Company
Illinois Gas Company
Illinois Power Company
Interstate Power Company
Iowa-Illinois Gas & Electric Company
Kaskaskia Gas Company
Monarch Gas Company
Mt. Carmel Public Utility Company
North Shore Gas Company
Northern Illinois Gas Company
The Peoples Gas, Light & Coke Company
South Beloit Water, Gas & Electric Company
Union Electric Company
United Cities Gas Company

Data presented in the various tables was obtained from Annual Reports filed by the above utilities with this Commission.

All of the utilities considered in this study followed the Uniform System of Accounts prescribed by this Commission in 83 Ill. Adm. Code 505.

Consistent with similar Research Bulletins issued in the past, sales labeled "Interdepartmental" and "Sales for Resale" are not included with sales to "Ultimate Consumers", but are stated separately.

This Bulletin is published annually and should be of use to anyone interested in the detailed statistics of gas sales of public utilities that are regulated by the Illinois Commerce Commission.

Additional copies of this bulletin, at $2.00 per copy, may be obtained from:

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527 EAST CAPITOL AVENUE
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SPRINGFIELD, ILLINOIS 62708

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| Total Gas Operating Revenues | 12 |

ILLINOIS GAS UTILITIES
TABLE ONE
(CONCLUDED)
SUMMARY OF GAS SALES BY CLASS OF SERVICE
1980

| CLASS OF SERVICE | SEE TABLE NUMBER | REVENUE PER THERM (CENTS) | PERCENT OF TOTAL SALES TO ULTIMATE CUSTOMERS | | PERCENT OF TOTAL SALES OF GAS | | PERCENT OF TOTAL OPERATING REVENUES |
|---|---|---|---|---|---|---|---|
| | | | REVENUE | THERMS | REVENUE | THERMS | |
| RESIDENTIAL SALES | | | | | | | |
| WITHOUT SPACE HTG | 2 | 73.32 | 1.50 | 0.92 | 1.50 | 0.92 | 1.44 |
| WITH SPACE HTG | 3 | 47.84 | 56.06 | 52.76 | 55.99 | 52.67 | 53.83 |
| COMMERCIAL AND INDUSTRIAL SALES: | | | | | | | |
| WITHOUT SPACE HTG (INCL.SSNL.SALES) | 4 | 39.28 | 8.02 | 9.20 | 8.01 | 9.18 | 7.71 |
| WITH SPACE HTG | 5 | 42.11 | 32.50 | 34.76 | 32.47 | 34.70 | 31.22 |
| INTERRUPTIBLE | 6 | 36.52 | 1.90 | 2.34 | 1.89 | 2.33 | 1.82 |
| ALL OTHER SALES | 7 | 50.76 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| TOTAL GAS SALES TO ULTIMATE CONSUMERS | 8 | 45.03 | 100.00 | 100.00 | 99.88 | 99.82 | 96.04 |
| INTERDEPARTMENTAL SALES | 9 | 35.56 | | | 0.04 | 0.06 | 0.04 |
| SALES FOR RESALE | 7a | 27.01 | | | 0.07 | 0.12 | 0.07 |
| TOTAL GAS SALES | 10 | 45.01 | | | 100.00 | 100.00 | 96.15 |
| OTHER GAS OPERATING REVENUES | 11 | | | | | | 3.85 |
| TOTAL GAS OPERATING REVENUES | 12 | | | | | | 100.00 |

ILLINOIS GAS UTILITIES
TABLE ONE
CONTINUED
REVENUE PER THERM BY CLASS OF SERVICE BY COMPANY
1986

(CENTS)

| CLASS OF SERVICE | CILCO | CIPS | CONS. GAS | ILL. GAS | IP | INTER-ST. PWR | IOWA -ILL. | KASKAS-KIA GAS | MON-ARCH | MT. CARMEL | NORTH SHORE | N. ILL. GAS | PEOPLES GAS | SOUTH BELOIT | UNION ELECTRIC | UNITED CITIES |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| RESIDENTIAL SALES | | | | | | | | | | | | | | | | |
| WITHOUT SPACE HTG | 84.43 | 69.87 | 48.69 | 73.20 | 78.93 | 68.75 | 72.21 | 67.64 | 0.00 | 56.18 | 67.91 | 53.31 | 77.26 | 77.52 | 0.00 | 61.44 |
| WITH SPACE HTG | 57.51 | 49.19 | 48.54 | 54.64 | 57.46 | 46.93 | 45.92 | 53.33 | 44.38 | 48.11 | 51.86 | 40.91 | 52.83 | 65.61 | 54.27 | 56.31 |
| COMMERCIAL AND INDUSTRIAL SALES: | | | | | | | | | | | | | | | | |
| WITHOUT SPACE HTG (INCL.SSNL.SALES) | 54.50 | 46.89 | 46.18 | 51.57 | 42.47 | 39.14 | 42.36 | 49.87 | 0.00 | 55.23 | 45.90 | 34.65 | 44.67 | 57.37 | 46.46 | 53.17 |
| WITH SPACE HTG | 58.02 | 46.36 | 44.43 | 52.61 | 46.94 | 43.77 | 43.53 | 48.88 | 42.28 | 43.15 | 45.74 | 36.91 | 49.06 | 57.10 | 48.12 | 50.03 |
| INTERRUPTIBLE | 50.51 | 40.12 | 0.00 | 40.24 | 32.38 | 33.38 | 37.38 | 0.00 | 0.00 | 0.00 | 38.78 | 0.00 | 37.56 | 48.28 | 37.56 | 40.37 |
| ALL OTHER SALES | 54.60 | 0.00 | 42.29 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 53.77 |
| TOTAL GAS SALES TO ULTIMATE CONSUMERS | 57.17 | 47.11 | 46.68 | 53.53 | 49.85 | 44.04 | 44.61 | 52.15 | 43.63 | 46.71 | 48.99 | 38.66 | 51.48 | 58.90 | 51.43 | 52.85 |
| INTERDEPARTMENTAL SALES | 52.26 | 44.22 | 0.00 | 0.00 | 28.84 | 53.31 | 37.22 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 41.31 | 0.00 | 0.00 |
| SALES FOR RESALE | 0.00 | 0.00 | 42.87 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 25.71 | 0.00 | 0.00 | 0.00 |
| TOTAL GAS SALES | 57.17 | 47.11 | 46.34 | 53.53 | 49.81 | 44.05 | 44.42 | 52.15 | 43.63 | 46.71 | 48.99 | 38.66 | 51.38 | 57.99 | 51.43 | 52.85 |

ILLINOIS GAS UTILITIES
TABLE ONE
CONTINUED
REVENUE PER THERM BY CLASS OF SERVICE BY COMPANY
1985
---
(CENTS)

| CLASS OF SERVICE | CILCO | CIPS | CONS. GAS | ILL. GAS | IP | INTER-ST. PWR | IOWA -ILL. | KASKAS-KIA GAS | MON-ARCH | MT. CARMEL | NORTH SHORE | N. ILL. GAS | PEOPLES GAS | SOUTH BELOIT | UNION ELECTRIC | UNITED CITIES |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| RESIDENTIAL SALES | | | | | | | | | | | | | | | | |
| WITHOUT SPACE HTG | 89.68 | 73.90 | 50.38 | 77.02 | 83.02 | 78.07 | 73.49 | 65.64 | 0.00 | 57.12 | 71.28 | 57.36 | 82.31 | 84.19 | 80.62 | 67.34 |
| WITH SPACE HTG | 60.68 | 55.05 | 54.35 | 58.46 | 62.34 | 56.26 | 48.91 | 57.98 | 50.49 | 50.75 | 56.04 | 45.83 | 57.85 | 71.50 | 60.39 | 58.81 |
| COMMERCIAL AND INDUSTRIAL SALES: | | | | | | | | | | | | | | | | |
| WITHOUT SPACE HTG (INCL.SSNL.SALES) | 56.98 | 49.64 | 45.72 | 57.00 | 56.74 | 42.85 | 45.07 | 49.81 | 0.00 | 56.65 | 48.13 | 39.38 | 48.74 | 70.22 | 52.33 | 46.02 |
| WITH SPACE HTG | 61.42 | 51.38 | 46.24 | 58.86 | 53.21 | 52.17 | 46.67 | 55.46 | 47.80 | 45.02 | 49.58 | 41.73 | 53.84 | 64.50 | 54.31 | 55.05 |
| INTERRUPTIBLE | 52.63 | 38.13 | 0.00 | 50.38 | 42.62 | 37.59 | 39.32 | 0.00 | 0.00 | 0.00 | 44.17 | 0.00 | 47.55 | 56.02 | 45.30 | 44.85 |
| ALL OTHER SALES | 59.52 | 0.00 | 45.29 | 39.88 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 55.29 |
| TOTAL GAS SALES TO ULTIMATE CONSUMERS | 60.39 | 49.68 | 50.87 | 57.04 | 57.72 | 51.99 | 47.48 | 56.56 | 49.57 | 48.93 | 52.86 | 43.41 | 56.15 | 63.09 | 57.78 | 55.25 |
| INTERDEPARTMENTAL SALES | 46.79 | 40.57 | 0.00 | 39.55 | 38.21 | 62.48 | 41.97 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 41.42 | 0.00 | 0.00 |
| SALES FOR RESALE | 0.00 | 0.00 | 44.78 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 94.08 | 0.00 | 0.00 | 0.00 |
| TOTAL GAS SALES | 60.35 | 49.68 | 50.34 | 57.02 | 57.70 | 52.00 | 47.33 | 56.56 | 49.57 | 48.93 | 52.86 | 43.41 | 56.29 | 63.09 | 57.78 | 55.25 |

ILLINOIS GAS UTILITIES
TABLE TWO
RESIDENTIAL SALES - WITHOUT SPACE HEATING

| UTILITY | REVENUE 1986 | REVENUE 1985 | REVENUE % CHG | THERMS 1986 | THERMS 1985 | THERMS % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | AVERAGE NUMBER OF CUSTOMERS % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $546,076 | $596,963 | -8.83% | 646,804 | 667,909 | -3.16% | 3,637 | 3,746 | -2.91% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 455,515 | 592,785 | -23.16% | 651,958 | 802,130 | -18.72% | 3,445 | 3,663 | -5.95% |
| CONSUMERS GAS COMPANY | 12,577 | 13,875 | -9.35% | 25,830 | 27,540 | -6.21% | 31 | 32 | -3.13% |
| ILLINOIS GAS COMPANY | 6,351 | 6,880 | -7.69% | 8,676 | 8,933 | -2.88% | 40 | 36 | 11.11% |
| ILLINOIS POWER COMPANY | 2,521,752 | 2,841,518 | -11.25% | 3,195,026 | 3,422,802 | -6.65% | 9,942 | 10,525 | -5.54% |
| INTERSTATE POWER COMPANY | 13,417 | 14,968 | -10.36% | 19,516 | 19,172 | 1.79% | 83 | 89 | -6.74% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 221,756 | 247,097 | -10.26% | 307,081 | 336,235 | -8.67% | 2,303 | 2,485 | -7.44% |
| KASKASKIA GAS COMPANY | 1,570 | 1,805 | -13.02% | 2,321 | 2,750 | -15.60% | 9 | 9 | 0.00% |
| MT CARMEL PUBLIC UTILITY COMPANY | 110,718 | 142,530 | -22.32% | 197,065 | 249,525 | -21.02% | 500 | 584 | -14.38% |
| NORTH SHORE GAS COMPANY | 1,172,466 | 1,336,001 | -12.24% | 1,749,660 | 1,874,310 | -6.65% | 4,974 | 5,261 | -5.46% |
| NORTHERN ILLINOIS GAS COMPANY | 6,071,486 | 7,052,487 | -13.91% | 11,388,098 | 12,295,624 | -7.38% | 60,963 | 63,400 | -3.52% |
| PEOPLES GAS LIGHT & COKE COMPANY | 44,160,073 | 49,893,874 | -11.49% | 57,156,350 | 60,620,360 | -5.71% | 233,087 | 239,711 | -2.76% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 25,228 | 34,035 | -25.88% | 32,542 | 40,428 | -19.51% | 112 | 125 | -10.40% |
| UNION ELECTRIC COMPANY | 256,206 | 279,442 | -8.32% | 373,050 | 346,610 | 7.63% | 1,144 | 1,156 | -1.04% |
| UNITED CITIES GAS COMPANY | 160,925 | 83,217 | 93.38% | 261,941 | 123,571 | 111.98% | 449 | 294 | 52.72% |
| TOTAL | $55,736,118 | $63,139,577 | -11.73% | 76,015,918 | 80,837,899 | -5.97% | 320,739 | 330,822 | -3.05% |

ILLINOIS GAS UTILITIES
TABLE TWO
CONTINUED
RESIDENTIAL SALES - WITHOUT SPACE HEATING

| UTILITY | REVENUE PER THERM (CENTS) 1986 | 1985 | % CHG | THERMS PER CUSTOMER 1986 | 1985 | % CHG | REVENUE PER CUSTOMER (DOLLARS) 1986 | 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | 84.43 | 89.68 | -5.85% | 178 | 178 | -0.26% | $150.14 | $159.89 | -6.10% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 69.87 | 73.90 | -5.46% | 189 | 219 | -13.58% | 132.22 | 161.83 | -18.29% |
| CONSUMERS GAS COMPANY | 48.69 | 50.38 | -3.35% | 833 | 861 | -3.18% | 405.71 | 433.59 | -6.43% |
| ILLINOIS GAS COMPANY | 73.20 | 77.02 | -4.95% | 217 | 248 | -12.59% | 314.43 | 191.11 | 64.52% |
| ILLINOIS POWER COMPANY | 78.93 | 83.02 | -4.93% | 321 | 325 | -1.18% | 253.65 | 269.98 | -6.05% |
| INTERSTATE POWER COMPANY | 68.75 | 78.07 | -11.94% | 235 | 215 | 9.15% | 161.65 | 168.18 | -3.88% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 72.21 | 73.49 | -1.74% | 133 | 141 | -5.42% | 96.29 | 103.60 | -7.06% |
| KASKASKIA GAS COMPANY | 67.64 | 65.64 | 3.06% | 258 | 306 | -15.60% | 174.44 | 200.56 | -13.02% |
| MT CARMEL PUBLIC UTILITY COMPANY | 56.18 | 57.12 | -1.64% | 394 | 427 | -7.76% | 221.44 | 244.06 | -9.27% |
| NORTH SHORE GAS COMPANY | 67.01 | 71.28 | -5.99% | 352 | 356 | -1.26% | 235.72 | 253.94 | -7.18% |
| NORTHERN ILLINOIS GAS COMPANY | 53.31 | 57.36 | -7.05% | 187 | 195 | -4.00% | 99.56 | 111.58 | -10.77% |
| PEOPLES GAS LIGHT & COKE COMPANY | 77.26 | 82.31 | -6.13% | 245 | 253 | -3.03% | 189.46 | 208.14 | -8.98% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 77.52 | 84.19 | -7.91% | 291 | 323 | -10.16% | 225.25 | 272.28 | -17.27% |
| UNION ELECTRIC COMPANY | 68.68 | 80.62 | -14.81% | 326 | 300 | 8.76% | 223.96 | 241.73 | -7.35% |
| UNITED CITIES GAS COMPANY | 61.44 | 67.34 | -8.77% | 583 | 420 | 38.80% | 358.41 | 283.05 | 26.62% |
| AVERAGE | 73.32 | 78.11 | -6.13% | 237 | 244 | -3.01% | $173.77 | $190.86 | -8.95% |

ILLINOIS GAS UTILITIES
TABLE THREE
RESIDENTIAL SALES - WITH SPACE HEATING

| UTILITY | REVENUE 1986 | REVENUE 1985 | % CHG | THERMS 1986 | THERMS 1985 | % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $105,422,997 | $118,229,995 | -10.83% | 183,307,296 | 194,838,035 | -5.92% | 163,499 | 162,991 | 0.31% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 67,428,825 | 84,538,845 | -20.24% | 137,336,921 | 153,575,718 | -10.57% | 135,337 | 134,854 | 0.36% |
| CONSUMERS GAS COMPANY | 2,185,388 | 2,658,206 | -17.79% | 4,502,040 | 4,890,550 | -7.94% | 5,012 | 5,219 | -3.97% |
| ILLINOIS GAS COMPANY | 4,301,860 | 4,729,768 | -9.05% | 7,873,816 | 8,090,537 | -2.68% | 8,193 | 8,282 | -1.07% |
| ILLINOIS POWER COMPANY | 203,292,033 | 225,458,180 | -9.83% | 353,769,718 | 361,659,020 | -2.18% | 337,353 | 335,899 | 0.43% |
| INTERSTATE POWER COMPANY | 2,072,082 | 2,495,240 | -16.96% | 4,415,214 | 4,435,451 | -0.46% | 3,983 | 3,915 | 1.74% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 31,156,113 | 34,518,129 | -9.74% | 67,850,386 | 70,567,699 | -3.85% | 56,267 | 56,489 | -0.39% |
| KASKASKIA GAS COMPANY | 749,139 | 855,486 | -12.43% | 1,404,627 | 1,475,594 | -4.81% | 1,669 | 1,638 | 1.89% |
| MONARCH GAS COMPANY | 1,293,568 | 1,636,934 | -20.98% | 2,914,867 | 3,242,221 | -10.10% | 2,861 | 2,943 | -2.79% |
| MT CARMEL PUBLIC UTILITY COMPANY | 1,306,592 | 1,331,017 | -1.84% | 2,715,948 | 2,622,950 | 3.55% | 2,578 | 2,532 | 1.82% |
| NORTH SHORE GAS COMPANY | 91,946,814 | 97,793,306 | -5.98% | 177,310,900 | 174,512,140 | 1.60% | 91,994 | 89,520 | 2.76% |
| NORTHERN ILLINOIS GAS COMPANY | 792,066,462 | 901,454,651 | -12.13% | 1,936,184,657 | 1,966,908,975 | -1.56% | 1,318,389 | 1,292,350 | 2.01% |
| PEOPLES GAS LIGHT & COKE COMPANY | 759,446,859 | 831,426,094 | -8.66% | 1,437,489,890 | 1,437,278,930 | 0.01% | 569,299 | 565,972 | 0.59% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 2,311,037 | 2,685,736 | -13.95% | 3,522,506 | 3,756,268 | -6.22% | 3,178 | 3,105 | 2.35% |
| UNION ELECTRIC COMPANY | 7,612,385 | 9,748,809 | -21.91% | 14,028,120 | 16,143,790 | -13.11% | 14,834 | 14,752 | 0.56% |
| UNITED CITIES GAS COMPANY | 8,139,646 | 8,974,507 | -9.30% | 14,454,416 | 15,260,186 | -5.28% | 15,831 | 16,372 | -3.30% |
| TOTAL | $2,060,731,800 | $2,328,534,903 | -10.64% | 4,349,081,322 | 4,419,258,064 | -1.59% | 2,730,277 | 2,696,833 | 1.24% |

ILLINOIS GAS UTILITIES
TABLE THREE
CONTINUED
RESIDENTIAL SALES - WITH SPACE HEATING

| UTILITY | REVENUE PER THERM (CENTS) 1986 | 1985 | % CHG | THERMS PER CUSTOMER 1986 | 1985 | % CHG | REVENUE PER CUSTOMER (DOLLARS) 1986 | 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | 57.51 | 60.68 | -5.22% | 1,121 | 1,195 | -6.21% | $644.79 | $725.38 | -11.11% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 49.10 | 55.05 | -10.81% | 1,015 | 1,139 | -10.89% | 498.23 | 626.89 | -20.52% |
| CONSUMERS GAS COMPANY | 48.54 | 54.35 | -10.69% | 898 | 937 | -4.14% | 436.03 | 509.33 | -14.39% |
| ILLINOIS GAS COMPANY | 54.64 | 58.46 | -6.54% | 961 | 977 | -1.62% | 525.07 | 571.09 | -8.06% |
| ILLINOIS POWER COMPANY | 57.46 | 62.34 | -7.82% | 1,049 | 1,077 | -2.60% | 602.61 | 671.21 | -10.22% |
| INTERSTATE POWER COMPANY | 46.93 | 56.26 | -16.58% | 1,109 | 1,133 | -2.16% | 520.23 | 637.35 | -18.38% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 45.92 | 48.91 | -6.13% | 1,206 | 1,249 | -3.47% | 553.72 | 611.06 | -9.38% |
| KASKASKIA GAS COMPANY | 53.33 | 57.98 | -8.01% | 842 | 901 | -6.58% | 448.86 | 522.27 | -14.06% |
| MONARCH GAS COMPANY | 44.38 | 50.49 | -12.10% | 1,019 | 1,102 | -7.52% | 452.14 | 556.21 | -18.71% |
| MT CARMEL PUBLIC UTILITY COMPANY | 48.11 | 50.75 | -5.20% | 1,054 | 1,036 | 1.70% | 506.82 | 525.68 | -3.59% |
| NORTH SHORE GAS COMPANY | 51.86 | 56.04 | -7.46% | 1,927 | 1,949 | -1.13% | 999.49 | 1,092.42 | -8.51% |
| NORTHERN ILLINOIS GAS COMPANY | 40.91 | 45.83 | -10.74% | 1,469 | 1,522 | -3.51% | 600.78 | 697.53 | -13.87% |
| PEOPLES GAS LIGHT & COKE COMPANY | 52.83 | 57.85 | -8.67% | 2,525 | 2,539 | -0.57% | 1,334.00 | 1,469.02 | -9.19% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 65.61 | 71.50 | -8.24% | 1,108 | 1,210 | -8.38% | 727.20 | 864.97 | -15.93% |
| UNION ELECTRIC COMPANY | 54.27 | 60.39 | -10.14% | 946 | 1,094 | -13.59% | 513.17 | 660.85 | -22.35% |
| UNITED CITIES GAS COMPANY | 56.31 | 58.81 | -4.25% | 913 | 932 | -2.04% | 514.16 | 548.16 | -6.20% |
| AVERAGE | 47.84 | 52.69 | -9.20% | 1,593 | 1,639 | -2.79% | $762.10 | $863.43 | -11.74% |

ILLINOIS GAS UTILITIES

TABLE FOUR
COMMERICAL AND INDUSTRIAL-WITHOUT SPACE HEATING
INCLUDES SEASONAL SALES

| UTILITY | REVENUE 1986 | REVENUE 1985 | % CHG | THERMS PER CUSTOMER 1986 | THERMS PER CUSTOMER 1985 | % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $19,011,083 | $17,606,045 | 7.98% | 34,882,357 | 30,899,358 | 12.89% | 1,147 | 1,116 | 2.78% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 2,655,167 | 4,139,407 | -35.86% | 5,662,583 | 8,338,512 | -32.09% | 1,006 | 1,004 | 0.20% |
| CONSUMERS GAS COMPANY | 1,727 | 6,904 | -74.99% | 3,740 | 15,100 | -75.23% | 2 | 3 | -33.33% |
| ILLINOIS GAS COMPANY | 61,216 | 86,255 | -29.03% | 118,706 | 151,337 | -21.56% | 34 | 34 | 0.00% |
| ILLINOIS POWER COMPANY | 29,815,576 | 33,931,766 | -12.13% | 70,199,481 | 59,805,287 | 17.38% | 1,472 | 1,551 | -5.09% |
| INTERSTATE POWER COMPANY | 101,296 | 76,212 | 32.91% | 258,772 | 177,873 | 45.48% | 34 | 24 | 41.67% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 11,684,505 | 15,257,392 | -23.42% | 27,582,841 | 33,851,371 | -18.52% | 422 | 434 | -2.76% |
| KASKASKIA GAS COMPANY | 111,416 | 123,334 | -9.66% | 223,403 | 247,607 | -9.78% | 17 | 17 | 0.00% |
| MT CARMEL PUBLIC UTILITY COMPANY | 13,214 | 12,486 | 5.83% | 23,927 | 22,041 | 8.56% | 52 | 48 | 8.33% |
| NORTH SHORE GAS COMPANY | 6,845,693 | 12,193,753 | -43.86% | 14,915,420 | 25,336,210 | -41.13% | 459 | 484 | -5.17% |
| NORTHERN ILLINOIS GAS COMPANY | 147,150,029 | 206,712,495 | -28.81% | 424,699,947 | 524,858,961 | -19.08% | 7,768 | 7,806 | -0.49% |
| PEOPLES GAS LIGHT & COKE COMPANY | 78,177,894 | 113,583,973 | -31.17% | 174,994,790 | 233,060,910 | -24.91% | 4,429 | 4,562 | -2.92% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 68,527 | 33,010 | 107.59% | 119,452 | 47,012 | 154.09% | 19 | 18 | 5.56% |
| UNION ELECTRIC COMPANY | 1,964,327 | 2,040,319 | -3.72% | 4,227,971 | 3,898,745 | 8.44% | 152 | 147 | 3.40% |
| UNITED CITIES GAS COMPANY | 168,331 | 245,022 | -31.30% | 316,606 | 532,414 | -40.53% | 56 | 49 | 14.29% |
| TOTAL | $297,830,001 | $408,048,373 | -26.65% | 758,229,996 | 921,242,738 | -17.67% | 17,069 | 17,297 | -1.32% |

ILLINOIS GAS UTILITIES
TABLE FOUR
COMMERCIAL AND INDUSTRIAL SALES - WITHOUT SPACE HEATING
INCLUDES SEASONAL SALES

| UTILITY | REVENUE PER THERM (CENTS) 1986 | 1985 | % CHG | THERMS PER CUSTOMER 1986 | 1985 | % CHG | REVENUE PER CUSTOMER (DOLLARS) 1986 | 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | 54.50 | 56.98 | -4.35% | 30,412 | 27,688 | 9.84% | $16,574.61 | $15,776.03 | 5.06% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 46.89 | 49.64 | -5.54% | 5,629 | 8,305 | -32.23% | 2,639.33 | 4,122.92 | -35.98% |
| CONSUMERS GAS COMPANY | 46.18 | 45.72 | 0.99% | 1,870 | 5,033 | -62.85% | 863.50 | 2,301.33 | -62.48% |
| ILLINOIS GAS COMPANY | 51.57 | 57.00 | -9.52% | 3,491 | 4,451 | -21.56% | 1,800.47 | 2,536.91 | -29.03% |
| ILLINOIS POWER COMPANY | 42.47 | 56.74 | -25.14% | 47,690 | 38,559 | 23.68% | 20,255.15 | 21,877.35 | -7.41% |
| INTERSTATE POWER COMPANY | 39.14 | 42.85 | -8.64% | 7,611 | 7,411 | 2.69% | 2,979.29 | 3,175.50 | -6.18% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 42.36 | 45.07 | -6.01% | 65,362 | 77,999 | -16.20% | 27,688.40 | 35,155.28 | -21.24% |
| KASKASKIA GAS COMPANY | 49.87 | 49.81 | 0.12% | 13,141 | 14,565 | -9.78% | 6,553.88 | 7,254.94 | -9.66% |
| MT CARMEL PUBLIC UTILITY COMPANY | 55.23 | 56.65 | -2.51% | 460 | 459 | 0.21% | 254.12 | 260.13 | -2.31% |
| NORTH SHORE GAS COMPANY | 45.90 | 48.13 | -4.64% | 32,495 | 52,348 | -37.92% | 14,914.36 | 25,193.70 | -40.80% |
| NORTHERN ILLINOIS GAS COMPANY | 34.65 | 39.38 | -12.03% | 54,673 | 67,238 | -18.69% | 18,943.10 | 26,481.23 | -28.47% |
| PEOPLES GAS LIGHT & COKE COMPANY | 44.67 | 48.74 | -8.33% | 39,511 | 51,087 | -22.66% | 17,651.36 | 24,897.85 | -29.10% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 57.37 | 70.22 | -18.30% | 6,287 | 2,612 | 140.72% | 3,606.68 | 1,833.89 | 96.67% |
| UNION ELECTRIC COMPANY | 46.46 | 52.33 | -11.22% | 27,816 | 26,522 | 4.88% | 12,923.20 | 13,879.72 | -6.89% |
| UNITED CITIES GAS COMPANY | 53.17 | 46.02 | 15.53% | 5,654 | 10,866 | -47.97% | 3,005.91 | 5,000.45 | -39.89% |
| AVERAGE | 39.26 | 44.08 | -10.88% | 44,421 | 53,260 | -16.60% | $17,448.59 | $23,475.08 | -25.67% |

ILLINOIS GAS UTILITIES
TABLE FIVE
COMMERCIAL AND INDUSTRIAL SALES - WITH SPACE HEATING

| UTILITY | REVENUE 1986 | REVENUE 1985 | % CHG | THERMS 1986 | THERMS 1985 | % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $43,298,931 | $50,862,011 | -14.87% | 74,631,351 | 82,813,400 | -9.88% | 13,690 | 13,641 | 0.36% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 35,696,663 | 47,089,586 | -24.19% | 77,005,550 | 91,640,925 | -15.97% | 14,975 | 14,962 | 0.09% |
| CONSUMERS GAS COMPANY | 1,292,977 | 1,392,372 | -7.14% | 2,910,120 | 3,011,420 | -3.36% | 630 | 618 | 1.94% |
| ILLINOIS GAS COMPANY | 1,621,580 | 1,862,647 | -12.94% | 3,082,382 | 3,164,593 | -2.60% | 919 | 921 | -0.22% |
| ILLINOIS POWER COMPANY | 89,378,471 | 98,406,111 | -9.17% | 190,414,911 | 184,923,977 | 2.97% | 31,740 | 31,645 | 0.30% |
| INTERSTATE POWER COMPANY | 1,048,298 | 1,296,289 | -19.13% | 2,395,115 | 2,484,789 | -3.61% | 399 | 404 | -1.24% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 13,510,404 | 15,674,591 | -13.81% | 31,040,410 | 33,584,723 | -7.58% | 4,566 | 4,553 | 0.29% |
| KASKASKIA GAS COMPANY | 177,499 | 227,858 | -22.10% | 363,132 | 410,858 | -11.62% | 162 | 153 | 5.88% |
| MONARCH GAS COMPANY | 679,774 | 805,181 | -15.58% | 1,607,808 | 1,684,514 | -4.55% | 67 | 51 | 31.37% |
| MT CARMEL PUBLIC UTILITY COMPANY | 712,658 | 802,466 | -11.19% | 1,651,566 | 1,782,605 | -7.35% | 326 | 315 | 3.49% |
| NORTH SHORE GAS COMPANY | 50,858,181 | 55,881,685 | -8.92% | 111,272,060 | 112,719,310 | -1.28% | 6,281 | 6,025 | 4.25% |
| NORTHERN ILLINOIS GAS COMPANY | 590,047,160 | 699,485,086 | -15.65% | 1,598,705,021 | 1,676,313,685 | -4.63% | 136,043 | 132,019 | 3.05% |
| PEOPLES GAS LIGHT & COKE COMPANY | 370,868,002 | 406,439,330 | -8.75% | 755,939,660 | 754,918,040 | 0.14% | 43,793 | 42,193 | 3.79% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 2,270,437 | 2,825,842 | -19.65% | 3,976,174 | 4,380,909 | -9.24% | 390 | 384 | 1.56% |
| UNION ELECTRIC COMPANY | 2,064,530 | 2,597,912 | -20.53% | 4,290,230 | 4,783,560 | -10.31% | 1,095 | 1,078 | 1.58% |
| UNITED CITIES GAS COMPANY | 3,022,744 | 2,900,344 | 4.22% | 6,041,568 | 5,268,412 | 14.68% | 1,451 | 1,456 | -0.34% |
| TOTAL | $1,206,580,309 | $1,368,549,311 | -13.10% | 2,865,327,058 | 2,963,885,720 | -3.33% | 256,527 | 250,418 | 2.44% |

ILLINOIS GAS UTILITIES
TABLE FIVE
COMMERCIAL AND INDUSTRIAL SALES - WITH SPACE HEATING

| UTILITY | REVENUE PER THERM (CENTS) 1986 | 1985 | % CHG | THERMS PER CUSTOMER 1986 | 1985 | % CHG | REVENUE PER CUSTOMER (DOLLARS) 1986 | 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | 58.02 | 61.42 | -5.54% | 5,452 | 6,071 | -10.20% | $3,162.81 | $3,728.61 | -15.17% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 46.36 | 51.38 | -9.79% | 5,142 | 6,125 | -16.04% | 2,383.75 | 3,147.28 | -24.26% |
| CONSUMERS GAS COMPANY | 44.43 | 46.24 | -3.91% | 4,619 | 4,873 | -5.20% | 2,052.34 | 2,253.03 | -8.91% |
| ILLINOIS GAS COMPANY | 52.61 | 58.86 | -10.62% | 3,354 | 3,436 | -2.39% | 1,764.50 | 2,022.42 | -12.75% |
| ILLINOIS POWER COMPANY | 46.94 | 53.21 | -11.79% | 5,999 | 5,844 | 2.66% | 2,815.96 | 3,109.69 | -9.45% |
| INTERSTATE POWER COMPANY | 43.77 | 52.17 | -16.10% | 6,003 | 6,150 | -2.40% | 2,627.31 | 3,208.64 | -18.12% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 43.53 | 46.67 | -6.74% | 6,798 | 7,376 | -7.84% | 2,958.91 | 3,442.70 | -14.05% |
| KASKASKIA GAS COMPANY | 48.88 | 55.46 | -11.86% | 2,242 | 2,685 | -16.53% | 1,095.67 | 1,489.27 | -26.43% |
| MONARCH GAS COMPANY | 42.28 | 47.80 | -11.55% | 23,997 | 33,030 | -27.35% | 10,145.88 | 15,787.86 | -35.74% |
| MT CARMEL PUBLIC UTILITY COMPANY | 43.15 | 45.02 | -4.15% | 5,066 | 5,659 | -10.48% | 2,186.07 | 2,547.51 | -14.19% |
| NORTH SHORE GAS COMPANY | 45.74 | 49.58 | -7.73% | 17,716 | 18,709 | -5.31% | 8,103.52 | 9,274.97 | -12.63% |
| NORTHERN ILLINOIS GAS COMPANY | 36.91 | 41.73 | -11.55% | 11,751 | 12,698 | -7.45% | 4,337.21 | 5,298.37 | -18.14% |
| PEOPLES GAS LIGHT & COKE COMPANY | 49.06 | 53.84 | -8.88% | 17,262 | 17,892 | -3.52% | 8,468.66 | 9,632.86 | -12.09% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 57.10 | 64.50 | -11.48% | 10,195 | 11,409 | -10.63% | 5,821.63 | 7,358.96 | -20.89% |
| UNION ELECTRIC COMPANY | 48.12 | 54.31 | -11.39% | 3,918 | 4,437 | -11.71% | 1,885.42 | 2,409.94 | -21.76% |
| UNITED CITIES GAS COMPANY | 50.03 | 55.05 | -9.12% | 4,164 | 3,618 | 15.07% | 2,083.21 | 1,991.99 | 4.58% |
| AVERAGE | 42.11 | 46.85 | -10.12% | 11,170 | 11,836 | -5.63% | $4,703.55 | $5,544.93 | -15.17% |

ILLINOIS GAS UTILITIES
TABLE SIX
COMMERCIAL AND INDUSTRIAL SALES - INTERRUPTIBLE

| UTILITY | REVENUE | | | THERMS | | | AVERAGE NUMBER OF CUSTOMERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG |
| CENTRAL ILLINOIS LIGHT COMPANY | $3,745,424 | $3,760,401 | -0.40% | 7,415,178 | 7,145,402 | 3.78% | 42 | 33 | 27.27% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 13,063,577 | 32,993,378 | -60.41% | 32,557,727 | 86,518,240 | -62.37% | 100 | 93 | 7.53% |
| ILLINOIS GAS COMPANY | 662,700 | 1,270,018 | -47.82% | 1,345,970 | 2,520,841 | -46.61% | 9 | 9 | 0.00% |
| ILLINOIS POWER COMPANY | 31,800,977 | 24,444,321 | 30.10% | 98,211,684 | 57,352,519 | 71.24% | 67 | 45 | 48.89% |
| INTERSTATE POWER COMPANY | 354,635 | 475,167 | -25.37% | 1,062,418 | 1,264,052 | -15.95% | 3 | 3 | 0.00% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 109,320 | 91,407 | 19.60% | 292,455 | 232,451 | 25.81% | 2 | 2 | 0.00% |
| NORTH SHORE GAS COMPANY | 5,019,247 | 5,049,730 | -0.60% | 12,941,380 | 11,432,580 | 13.20% | 6 | 5 | 20.00% |
| PEOPLES GAS LIGHT & COKE COMPANY | 12,946,945 | 30,825,542 | -58.00% | 32,748,610 | 64,832,030 | -49.49% | 20 | 19 | 5.26% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 1,180,581 | 2,049,861 | -42.41% | 2,446,296 | 3,866,338 | -36.73% | 7 | 8 | -12.50% |
| UNION ELECTRIC COMPANY | 366,746 | 446,177 | -17.80% | 926,709 | 984,575 | -5.91% | 4 | 5 | -20.00% |
| UNITED CITIES GAS COMPANY | 1,157,240 | 2,150,434 | -46.19% | 2,866,617 | 4,794,506 | -40.21% | 31 | 16 | 93.75% |
| TOTAL | $70,407,392 | $103,556,436 | -32.01% | 192,815,044 | 240,943,834 | -19.98% | 291 | 238 | 22.27% |

ILLINOIS GAS UTILITIES
TABLE SEVEN
ALL OTHER SALES

| UTILITY | REVENUE 1986 | REVENUE 1985 | REVENUE % CHG | THERMS 1986 | THERMS 1985 | THERMS % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | AVERAGE NUMBER OF CUSTOMERS % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $343,966 | $317,532 | 8.32% | 629,951 | 533,478 | 18.08% | 4 | 4 | 0.00% |
| CONSUMERS GAS COMPANY | 178,398 | 240,214 | -25.73% | 421,840 | 530,380 | -20.46% | 1 | 1 | 0.00% |
| ILLINOIS GAS COMPANY | 0 | 15,861 | -100.00% | 0 | 39,767 | -100.00% | 0 | 13 | -100.00% |
| UNITED CITIES GAS COMPANY | 205,624 | 227,260 | -9.52% | 382,442 | 411,044 | -6.96% | 744 | 744 | 0.00% |
| TOTAL | $727,988 | $800,867 | -9.10% | 1,434,233 | 1,514,669 | -5.31% | 749 | 762 | -1.71% |

TABLE SEVEN - A
SALES FOR RESALE

| UTILITY | REVENUE 1986 | REVENUE 1985 | REVENUE % CHG | THERMS 1986 | THERMS 1985 | THERMS % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | AVERAGE NUMBER OF CUSTOMERS % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CONSUMERS GAS COMPANY | $331,304 | $363,878 | -8.95% | 772,890 | 812,550 | -4.88% | 2 | 2 | 0.00% |
| PEOPLES GAS LIGHT & COKE COMPANY | $2,426,560 | $9,040,521 | -73.16% | 9,439,360 | 9,609,870 | -1.77% | 1 | 1 | 0.00% |
| TOTAL | $2,757,864 | $9,404,399 | -70.67% | 10,212,250 | 10,422,420 | -2.02% | 3 | 3 | 0.00% |

ILLINOIS GAS UTILITIES
TABLE EIGHT
TOTAL SALES TO ULTIMATE CONSUMERS

| UTILITY | REVENUE 1986 | REVENUE 1985 | REVENUE % CHG | THERMS 1986 | THERMS 1985 | THERMS % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | AVERAGE NUMBER OF CUSTOMERS % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $172,368,477 | $191,374,947 | -9.93% | 301,512,937 | 316,897,582 | -4.85% | 182,019 | 181,531 | 0.27% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 119,299,747 | 169,354,001 | -29.56% | 253,214,739 | 340,875,525 | -25.72% | 154,863 | 154,576 | 0.19% |
| CONSUMERS GAS COMPANY | 3,671,067 | 4,311,571 | -14.86% | 7,863,570 | 8,474,990 | -7.21% | 5,676 | 5,873 | -3.35% |
| ILLINOIS GAS COMPANY | 6,653,707 | 7,971,429 | -16.53% | 12,429,550 | 13,976,008 | -11.07% | 9,195 | 9,295 | -1.08% |
| ILLINOIS POWER COMPANY | 356,808,809 | 385,081,896 | -7.34% | 715,790,820 | 667,163,605 | 7.29% | 380,574 | 379,665 | 0.24% |
| INTERSTATE POWER COMPANY | 3,589,728 | 4,357,876 | -17.63% | 8,151,035 | 8,381,337 | -2.75% | 4,502 | 4,435 | 1.51% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 56,682,098 | 65,788,616 | -13.84% | 127,073,173 | 138,572,479 | -8.30% | 63,560 | 63,863 | -0.47% |
| KASKASKIA GAS COMPANY | 1,039,624 | 1,208,483 | -13.97% | 1,993,483 | 2,136,809 | -6.71% | 1,857 | 1,817 | 2.20% |
| MONARCH GAS COMPANY | 1,973,342 | 2,442,115 | -19.20% | 4,522,675 | 4,926,735 | -8.20% | 2,928 | 2,994 | -2.20% |
| MT CARMEL PUBLIC UTILITY COMPANY | 2,143,182 | 2,288,499 | -6.35% | 4,588,506 | 4,677,121 | -1.89% | 3,456 | 3,479 | -0.66% |
| NORTH SHORE GAS COMPANY | 155,882,401 | 172,254,475 | -9.50% | 318,189,420 | 325,874,550 | -2.36% | 103,714 | 101,295 | 2.39% |
| NORTHERN ILLINOIS GAS COMPANY | 1,535,335,139 | 1,814,704,719 | -15.39% | 3,970,977,723 | 4,180,377,245 | -5.01% | 1,523,183 | 1,495,381 | 1.86% |
| PEOPLES GAS LIGHT & COKE COMPANY | 1,265,599,773 | 1,432,168,913 | -11.63% | 2,458,329,300 | 2,550,710,270 | -3.62% | 850,628 | 852,457 | -0.21% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 5,855,810 | 7,623,484 | -23.24% | 10,096,970 | 12,090,955 | -16.49% | 3,706 | 3,640 | 1.81% |
| UNION ELECTRIC COMPANY | 12,264,194 | 15,112,659 | -18.85% | 23,846,080 | 26,157,580 | -8.84% | 17,229 | 17,138 | 0.53% |
| UNITED CITIES GAS COMPANY | 12,854,510 | 14,580,784 | -11.84% | 24,323,590 | 26,390,133 | -7.83% | 18,562 | 18,931 | -1.95% |
| TOTAL | $3,712,021,608 | $4,290,629,467 | -13.49% | 8,242,903,571 | 8,627,682,924 | -4.46% | 3,325,652 | 3,296,370 | 0.89% |

ILLINOIS GAS UTILITIES
TABLE NINE
INTERDEPARTMENTAL SALES

| UTILITY | REVENUE 1986 | REVENUE 1985 | % CHG | THERMS 1986 | THERMS 1985 | % CHG | REVENUE PER THERM (CENTS) 1986 | REVENUE PER THERM (CENTS) 1985 |
|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $74,433 | $465,787 | -84.02% | 142,427 | 995,490 | -85.69% | 52.26 | 46.79 |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 21,354 | 25,575 | -16.50% | 48,289 | 63,041 | -23.40% | 44.22 | 40.57 |
| ILLINOIS GAS COMPANY | 0 | 5,573 | -100.00% | 0 | 14,091 | -100.00% | 0.00 | 39.55 |
| ILLINOIS POWER COMPANY | 355,487 | 315,905 | 12.53% | 1,232,660 | 826,710 | 49.10% | 28.84 | 38.21 |
| INTERSTATE POWER COMPANY | 2,870 | 3,224 | -10.98% | 5,384 | 5,160 | 4.34% | 53.31 | 62.48 |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 1,202,983 | 1,571,988 | -23.47% | 3,231,860 | 3,745,686 | -13.72% | 37.22 | 41.97 |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 687 | 538 | 27.70% | 1,663 | 1,299 | 28.02% | 41.31 | 41.42 |
| TOTAL | $1,657,814 | $2,388,590 | -30.59% | 4,662,283 | 5,651,477 | -17.50% | 35.56 | 42.26 |

ILLINOIS GAS UTILITIES
TABLE TEN
TOTAL GAS SALES

| UTILITY | REVENUE 1986 | REVENUE 1985 | REVENUE % CHG | THERMS 1986 | THERMS 1985 | THERMS % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | AVERAGE NUMBER OF CUSTOMERS % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $172,442,910 | $191,840,734 | -10.11% | 301,655,364 | 317,893,072 | -5.11% | 182,019 | 181,531 | 0.27% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 119,321,101 | 169,379,576 | -29.55% | 253,263,028 | 340,938,566 | -25.72% | 154,863 | 154,576 | 0.19% |
| CONSUMERS GAS COMPANY | 4,002,371 | 4,675,449 | -14.40% | 8,636,460 | 9,287,540 | -7.01% | 5,678 | 5,875 | -3.35% |
| ILLINOIS GAS COMPANY | 6,653,707 | 7,977,002 | -16.59% | 12,429,550 | 13,990,099 | -11.15% | 9,195 | 9,295 | -1.08% |
| ILLINOIS POWER COMPANY | 357,164,296 | 385,397,801 | -7.33% | 717,023,480 | 667,990,315 | 7.34% | 380,574 | 379,665 | 0.24% |
| INTERSTATE POWER COMPANY | 3,592,598 | 4,361,100 | -17.62% | 8,156,419 | 8,386,497 | -2.74% | 4,502 | 4,435 | 1.51% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 57,885,081 | 67,360,604 | -14.07% | 130,305,033 | 142,318,165 | -8.44% | 63,560 | 63,863 | -0.47% |
| KASKASKIA GAS COMPANY | 1,039,624 | 1,208,483 | -13.97% | 1,993,483 | 2,136,809 | -6.71% | 1,857 | 1,817 | 2.20% |
| MONARCH GAS COMPANY | 1,973,342 | 2,442,115 | -19.20% | 4,522,675 | 4,926,735 | -8.20% | 2,928 | 2,994 | -2.20% |
| MT CARMEL PUBLIC UTILITY COMPANY | 2,143,182 | 2,288,499 | -6.35% | 4,588,506 | 4,677,121 | -1.89% | 3,456 | 3,479 | -0.66% |
| NORTH SHORE GAS COMPANY | 155,882,401 | 172,254,475 | -9.50% | 318,189,420 | 325,874,550 | -2.36% | 103,714 | 101,295 | 2.39% |
| NORTHERN ILLINOIS GAS COMPANY | 1,535,335,139 | 1,814,704,719 | -15.39% | 3,970,977,723 | 4,180,377,245 | -5.01% | 1,523,183 | 1,495,381 | 1.86% |
| PEOPLES GAS LIGHT & COKE COMPANY | 1,268,026,333 | 1,441,209,434 | -12.02% | 2,467,768,660 | 2,560,320,140 | -3.61% | 850,629 | 852,458 | -0.21% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 5,836,497 | 7,629,022 | -23.23% | 10,098,633 | 12,092,254 | -16.49% | 3,706 | 3,640 | 1.81% |
| UNION ELECTRIC COMPANY | 12,264,194 | 15,112,659 | -18.85% | 23,846,080 | 26,157,580 | -8.84% | 17,229 | 17,138 | 0.53% |
| UNITED CITIES GAS COMPANY | 12,854,510 | 14,580,784 | -11.84% | 24,323,590 | 26,390,133 | -7.83% | 18,562 | 18,931 | -1.95% |
| TOTAL | $3,716,437,286 | $4,302,422,456 | -13.62% | 8,257,778,104 | 8,643,756,821 | -4.47% | 3,325,655 | 3,296,373 | 0.89% |

ILLINOIS GAS UTILITIES..
TABLE ELEVEN
OTHER GAS OPERATING REVENUES

| UTILITY | REVENUES 1986 | 1985 | % CHG |
|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $6,167,671 | $6,947,096 | -11.22% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 1,807,522 | 1,375,288 | 31.43% |
| CONSUMERS GAS COMPANY | 21,662 | 19,879 | 8.97% |
| ILLINOIS GAS COMPANY | 210,421 | 10,645 | 1876.71% |
| ILLINOIS POWER COMPANY | 12,556,694 | 15,499,640 | -18.99% |
| INTERSTATE POWER COMPANY | 6,215 | 7,838 | -20.71% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 2,817,238 | 3,402,764 | -17.21% |
| KASKASKIA GAS COMPANY | 71,364 | 66,862 | 6.73% |
| MONARCH GAS COMPANY | 13,258 | 12,584 | 5.36% |
| MT CARMEL PUBLIC UTILITY COMPANY | 150 | 186 | -19.35% |
| NORTH SHORE GAS COMPANY | 936,013 | 547,951 | 70.82% |
| NORTHERN ILLINOIS GAS COMPANY | 112,736,979 | 130,348,219 | -13.51% |
| PEOPLES GAS LIGHT & COKE COMPANY | 11,071,506 | 11,656,384 | -5.02% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 57,180 | (1,276) | 4267.71% |
| UNION ELECTRIC COMPANY | 8,335 | 10,240 | -18.60% |
| UNITED CITIES GAS COMPANY | 318,931 | 382,744 | -16.67% |
| TOTAL | $148,797,139 | $170,287,044 | -12.62% |

ILLINOIS GAS UTILITIES
TABLE TWELVE
TOTAL GAS OPERATING REVENUES

| | REVENUES 1986 | 1985 | % CHG |
|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $178,610,581 | $198,787,830 | -10.15% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 121,128,623 | 170,754,864 | -29.06% |
| CONSUMERS GAS COMPANY | 4,024,033 | 4,695,328 | -14.30% |
| ILLINOIS GAS COMPANY | 6,864,128 | 7,987,647 | -14.07% |
| ILLINOIS POWER COMPANY | 369,720,990 | 400,897,441 | -7.78% |
| INTERSTATE POWER COMPANY | 3,598,813 | 4,368,938 | -17.63% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 60,702,319 | 70,763,368 | -14.22% |
| KASKASKIA GAS COMPANY | 1,110,988 | 1,275,345 | -12.89% |
| MONARCH GAS COMPANY | 1,986,600 | 2,454,699 | -19.07% |
| MT CARMEL PUBLIC UTILITY COMPANY | 2,143,332 | 2,288,685 | -6.35% |
| NORTH SHORE GAS COMPANY | 156,818,414 | 172,802,426 | -9.25% |
| NORTHERN ILLINOIS GAS COMPANY | 1,648,072,118 | 1,945,052,938 | -15.27% |
| PEOPLES GAS LIGHT & COKE COMPANY | 1,279,097,839 | 1,452,865,818 | -11.96% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 5,909,677 | 7,627,746 | -22.52% |
| UNION ELECTRIC COMPANY | 12,272,529 | 15,122,899 | -18.85% |
| UNITED CITIES GAS COMPANY | 13,173,441 | 14,963,528 | -11.96% |
| TOTAL | $3,865,234,425 | $4,472,709,500 | -13.58% |

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# ILLINOIS ELECTRIC UTILITIES

## A Comparative Study of Electric Sales Statistics For Calendar Years 1986 and 1985

Illinois Commerce Commission
Research Bulletin No. 117

# Research Bulletin No. 117
# Illinois Electric Utilities
# A Comparative Study of Electric Sales Statistics
# For Calendar Years 1986 and 1985

*Prepared by:*

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# I N T R O D U C T I O N

This study compares electric sales statistics for the calendar year 1986 with electric sales statistics for the calendar year 1985, for the following ten Illinois public utilities furnishing electric service:

Central Illinois Light Company
Central Illinois Public Service Company
Commonwealth Edison Company
Electric Energy, Inc.
Illinois Power Company
Interstate Power Company
*Iowa-Illinois Gas & Electric Company
Mt. Carmel Public Utility Company
South Beloit Water, Gas & Electric Company
Union Electric Company

Sherrard Power System, Inc., whose statistics appeared in the 1985 and prior year studies, was merged into Iowa-Illinois Gas and Electric Company effective October 1, 1986. For more meaningful comparative purposes 1985 and 1986, statistics of the former utility are included with Iowa-Illinois Gas and Electric Company. This merger was authorized by the Illinois Commerce Commission in Docket No. 85-0428. There were approximately 13,000 retail electric customers affected by the merger. The territory includes more than 750 square miles in Rock Island, Mercer and Henry Counties. The principal towns involved were Andalusia, Matherville, Orion, Reynolds, Sherrard and Coal Valley.

Data presented in the various tables was obtained from Annual Reports filed by the above utilities with this Commission.

All of the utilities considered in this study followed the Uniform System of Accounts prescribed by this Commission in 83 Ill. Adm. Code 415.

This Bulletin should be of value to those interested in the detailed electric sales statistics of the public utilities in Illinois.

This Bulletin is published annually at a price of $2.00 per copy. Additional copies may be obtained from:

CHIEF CLERK'S OFFICE
ILLINOIS COMMERCE COMMISSION
527 EAST CAPITOL AVENUE
SPRINGFIELD, ILLINOIS 62706

ILLINOIS ELECTRIC UTILITIES
TABLE ONE
SUMMARY OF ELECTRICITY SALES BY CLASS OF SERVICE

| CLASS OF SERVICE | REVENUES | | | MEGAWATT HOURS | | | AVERAGE NUMBER OF CUSTOMERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG |
| RESIDENTIAL SALES | $2,619,053,168 | $2,406,681,479 | 8.82% | 27,265,610 | 26,504,077 | 2.87% | 3,837,085 | 3,815,786 | 0.56% |
| LARGE SALES ( INDUSTRIAL) | 2,108,880,584 | 1,858,600,477 | 13.47% | 40,985,245 | 39,730,399 | 3.16% | 2,638 | 2,254 | 17.04% |
| SMALL SALES ( COMMERCIAL) | 2,150,193,691 | 2,112,768,864 | 1.77% | 26,178,576 | 27,315,320 | -4.16% | 383,507 | 378,960 | 1.20% |
| PUBLIC ST. & HIGH-WAY LIGHTING SALES | 47,242,002 | 42,776,927 | 10.44% | 698,266 | 697,251 | 0.15% | 2,590 | 2,569 | 0.82% |
| OTHER SALES TO PUBLIC AUTHORITIES | 407,061,383 | 369,686,013 | 10.11% | 5,636,424 | 5,714,914 | -1.37% | 10,409 | 10,359 | 0.48% |
| SALES TO RAILROADS AND RAILWAYS | 28,342,414 | 25,860,801 | 9.60% | 398,121 | 395,940 | 0.55% | 2 | 2 | 0.00% |
| TOTAL SALES TO ULTIMATE CONSUMERS | $7,360,773,242 | $6,816,374,561 | 7.99% | 101,162,242 | 100,357,901 | 0.80% | 4,236,231 | 4,209,930 | 0.62% |
| SALES FOR RESALE | 132,036,645 | 178,333,941 | -25.96% | 2,721,006 | 3,848,533 | -29.30% | 71 | 166 | -57.23% |
| INTERDEPARTMENTAL SALES | 97,560 | 73,522 | 32.69% | 2,061 | 1,486 | 38.69% | 0 | 0 | 0.00% |
| TOTAL SALES OF ELECTRICITY | $7,492,907,447 | $6,994,782,024 | 7.12% | 103,885,309 | 104,207,920 | -0.31% | 4,236,302 | 4,210,096 | 0.62% |
| OTHER ELECTRIC OPERATING REVENUES | 65,710,952 | 48,957,814 | 34.22% | | | | | | |
| TOTAL ELECTRIC OPERATING REVENUES | $7,558,618,399 | $7,043,739,838 | 7.31% | | | | | | |

ILLINOIS ELECTRIC UTILITIES
TABLE ONE (CONTINUED)
SUMMARY OF ELECTRICITY SALES BY CLASS OF SERVICE



1986

| CLASS OF SERVICE | SEE TABLE NUMBER | REVENUE PER KILOWATT HOUR (CENTS) | PERCENT OF TOTAL OPERATING REVENUE | PERCENT OF TOTAL SALE TO ULTIMATE CUSTOMERS | |
|---|---|---|---|---|---|
| | | | | REVENUE | MEGAWATT |
| RESIDENTIAL SALES | 2 | 9.61 | 34.65 | 35.58 | 26.95 |
| LARGE SALES (INDUSTRIAL) | 3 | 5.15 | 27.90 | 28.65 | 40.51 |
| SMALL SALES (COMMERCIAL) | 4 | 8.21 | 28.45 | 29.21 | 25.88 |
| PUBLIC STREET & HIGHWAY LIGHTING SALES | 5 | 6.77 | 0.63 | 0.64 | 0.69 |
| OTHER SALES TO PUBLIC AUTHORITIES | 6 | 7.22 | 5.39 | 5.53 | 5.57 |
| TOTAL SALES TO RAILROADS AND RAILWAYS | 7 | 7.12 | 0.37 | 0.39 | 0.39 |
| TOTAL SALES TO ULTIMATE CUSTOMERS | 8 | 7.28 | 97.38 | 100.00 | 100.00 |
| SALES FOR RESALE | 9 | 4.85 | 1.75 | | |
| INTERDEPARTMENTAL SALES | 10 | 4.73 | 0.00 | | |
| TOTAL SALES OF ELECTRICITY | 11 | 7.21 | 99.13 | | |
| OTHER ELECTRIC OPERATING REVENUES | 12 | | 0.87 | | |
| TOTAL ELECTRIC OPERATING REVENUES | 13 | | 100.00 | | |

ILLINOIS ELECTRIC UTILITIES
TABLE ONE (CONTINUED)
REVENUE PER KWH BY CLASS OF SERVICE BY COMPANY
(CENTS)

1986

| CLASS OF SERVICE | CILCO | CIPS | COM ED | ELEC ENRGY | ILL POWER | INTER-ST PWR | IOWA-ILL | MT. CARMEL | SOUTH BELOIT | UNION ELEC |
|---|---|---|---|---|---|---|---|---|---|---|
| RESIDENTIAL SALES | 8.29 | 8.09 | 10.59 | 0.00 | 6.98 | 7.03 | 9.69 | 7.82 | 6.37 | 7.73 |
| LARGE (INDUSTRIAL) | 4.91 | 4.81 | 6.63 | 2.29 | 3.95 | 4.30 | 5.61 | 6.66 | 4.57 | 3.87 |
| SMALL (COMMERCIAL) | 7.98 | 8.25 | 8.53 | 0.00 | 6.65 | 6.85 | 7.79 | 8.91 | 5.89 | 6.11 |
| PUBLIC STREET & HIGHWAY LIGHTING | 7.21 | 5.73 | 6.55 | 0.00 | 8.40 | 12.56 | 7.38 | 0.00 | (25.80) | 9.64 |
| OTHER SALES TO PUBLIC AUTHORITIES | 6.79 | 5.85 | 7.40 | 0.00 | 4.49 | 4.83 | 6.39 | 6.85 | 0.00 | 0.00 |
| SALES TO RAILROADS AND RAILWAYS | 0.00 | 0.00 | 7.12 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL SALES TO ULTIMATE CUSTOMERS | 6.74 | 6.80 | 8.40 | 2.29 | 5.36 | 5.54 | 7.73 | 7.24 | 5.30 | 4.96 |
| SALES FOR RESALE | 4.76 | 4.54 | 5.77 | 3.82 | 3.90 | 2.94 | 0.00 | 3.46 | 1.90 | 0.00 |
| INTERDEPARTMENTAL SALES | 5.83 | 2.55 | 0.00 | 0.00 | 0.00 | 16.38 | 0.00 | 0.00 | 2.08 | 0.00 |
| TOTAL SALES OF ELECTRICITY | 6.72 | 6.57 | 8.35 | 2.35 | 5.31 | 5.52 | 7.73 | 7.15 | 5.10 | 4.96 |

ILLINOIS ELECTRIC UTILITIES
TABLE ONE (CONTINUED)
REVENUE PER KWH BY CLASS OF SERVICE BY COMPANY
(CENTS)

1985

| CLASS OF SERVICE | CILCO | CIPS | COM ED | ELEC ENRGY | ILL POWER | INTER-ST PWR | IOWA-ILL | MT. CARMEL | SOUTH BELOIT | UNION ELEC |
|---|---|---|---|---|---|---|---|---|---|---|
| RESIDENTIAL | 8.44 | 8.05 | 9.78 | 0.00 | 7.03 | 6.95 | 9.42 | 7.75 | 6.17 | 6.97 |
| LARGE (INDUSTRIAL) | 5.10 | 4.73 | 6.03 | 2.24 | 3.99 | 4.19 | 5.34 | 6.55 | 4.66 | 3.61 |
| SMALL (COMMERCIAL) | 8.23 | 8.32 | 7.87 | 0.00 | 6.64 | 6.79 | 7.43 | 8.82 | 5.67 | 5.84 |
| PUBLIC STREET & HIGHWAY LIGHTING | 7.53 | 5.62 | 5.81 | 0.00 | 8.21 | 11.14 | 6.93 | 0.00 | 9.37 | 9.21 |
| OTHER SALES TO PUBLIC AUTHORITIES | 7.09 | 5.73 | 6.59 | 0.00 | 4.42 | 4.81 | 5.39 | 6.86 | 0.00 | 0.00 |
| SALES TO RAILROADS AND RAILWAYS | 0.00 | 0.00 | 6.53 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL SALES TO ULTIMATE CUSTOMERS | 6.92 | 6.71 | 7.76 | 2.24 | 5.39 | 5.38 | 7.35 | 7.14 | 5.25 | 4.58 |
| SALES FOR RESALE | 4.81 | 4.68 | 5.44 | 3.10 | 3.85 | 2.94 | 5.41 | 3.66 | 2.07 | 0.00 |
| INTERDEPARTMENTAL SALES | [illegible] | | | | | | | | | |
| TOTAL SALES OF ELECTRICITY | 6.89 | 6.32 | 7.72 | 2.29 | 5.34 | 5.37 | 7.16 | 7.06 | 5.10 | 4.58 |

ILLINOIS ELECTRIC UTILITIES
TABLE TWO
RESIDENTIAL SALES

| UTILITY | REVENUES | | | MEGAWATT HOURS | | | AVERAGE NUMBER OF CUSTOMERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG |
| CENTRAL ILLINOIS LIGHT COMPANY | $115,906,897 | $112,962,289 | 2.61% | 1,398,552 | 1,338,679 | 4.47% | 162,484 | 162,873 | -0.24% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 187,526,173 | 179,017,693 | 4.75% | 2,317,416 | 2,224,288 | 4.19% | 263,205 | 263,268 | -0.02% |
| COMMONWEALTH EDISON COMPANY | 1,921,733,208 | 1,745,909,142 | 10.07% | 18,154,508 | 17,846,846 | 1.72% | 2,782,464 | 2,762,451 | 0.69% |
| ILLINOIS POWER COMPANY | 293,040,882 | 276,222,495 | 6.09% | 4,197,687 | 3,927,186 | 6.89% | 479,996 | 476,985 | 0.63% |
| INTERSTATE POWER COMPANY | 4,369,113 | 4,254,462 | 2.69% | 62,163 | 61,177 | 1.61% | 8,019 | 8,002 | 0.21% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 45,246,505 | 43,098,114 | 4.98% | 466,993 | 457,554 | 2.06% | 71,128 | 71,434 | -0.43% |
| MT CARMEL PUBLIC UTILITY COMPANY | 3,435,506 | 3,227,339 | 6.45% | 43,932 | 41,652 | 5.47% | 4,521 | 4,584 | -1.37% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 2,267,747 | 2,199,479 | 3.10% | 35,624 | 35,643 | -0.05% | 4,592 | 4,528 | 1.41% |
| UNION ELECTRIC COMPANY | 45,527,137 | 39,790,466 | 14.42% | 588,735 | 571,052 | 3.10% | 60,676 | 60,661 | 0.02% |
| TOTAL | $2,619,053,168 | $2,406,681,479 | 8.82% | 27,265,610 | 26,504,077 | 2.87% | 3,837,085 | 3,815,786 | 0.56% |

ILLINOIS ELECTRIC UTILITIES
TABLE TWO (CONCLUDED)
RESIDENTIAL SALES

| UTILITY | REVENUE PER KWH (CENTS) 1986 | 1985 | % CHG | KWH PER CUSTOMER 1986 | 1985 | %CHG | REVENUE PER CUSTOMER (DOLLARS) 1986 | 1985 | %CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | 8.29 | 8.44 | -1.79% | 8,607 | 8,219 | 4.72% | 713.34 | 693.56 | 2.85% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 8.09 | 8.05 | 0.54% | 8,805 | 8,449 | 4.21% | 712.47 | 679.98 | 4.78% |
| COMMONWEALTH EDISON COMPANY | 10.59 | 9.78 | 8.21% | 6,525 | 6,458 | 1.03% | 690.66 | 631.79 | 9.32% |
| ILLINOIS POWER COMPANY | 6.98 | 7.03 | -0.70% | 8,745 | 8,233 | 6.22% | 610.51 | 579.10 | 5.42% |
| INTERSTATE POWER COMPANY | 7.03 | 6.95 | 1.13% | 7,752 | 7,645 | 1.40% | 544.85 | 531.67 | 2.48% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 9.69 | 9.42 | 2.86% | 6,566 | 5,849 | 12.25% | 636.13 | 603.33 | 5.44% |
| MT CARMEL PUBLIC UTILITY COMPANY | 7.82 | 7.75 | 0.93% | 9,717 | 9,086 | 6.94% | 759.90 | 704.04 | 7.93% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 6.37 | 6.17 | 3.00% | 7,758 | 7,872 | -1.45% | 497.85 | 485.75 | 1.67% |
| UNION ELECTRIC COMPANY | 7.73 | 6.97 | 10.95% | 9,703 | 9,414 | 3.07% | 750.33 | 655.95 | 14.39% |
| TOTAL | 9.61 | 9.08 | 5.79% | 7,106 | 6,946 | 2.30% | 682.56 | 630.72 | 8.22% |

ILLINOIS ELECTRIC UTILITIES
TABLE THREE
LARGE SALES (INDUSTRIAL)

| | REVENUE | | | MEGAWAT HOURS | | | AVERAGE NUMBER OF CUSTOMERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG |
| CENTRAL ILLINOIS LIGHT COMPANY | $93,273,062 | $94,645,163 | -1.45% | 1,899,153 | 1,854,551 | 2.41% | 252 | 258 | -2.33% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 126,736,988 | 128,487,882 | -1.36% | 2,636,562 | 2,713,656 | -2.84% | 145 | 142 | 2.11% |
| COMMONWEALTH EDISON COMPANY | 1,336,764,745 | 1,070,192,944 | 24.91% | 20,160,293 | 17,746,705 | 13.60% | 1,266 | 878 | 44.19% |
| ELECTRIC ENERGY INCORPORATED | 138,121,545 | 168,034,104 | -17.80% | 6,030,469 | 7,484,929 | -19.43% | 1 | 1 | 0.00% |
| ILLINOIS POWER COMPANY | 290,320,300 | 276,907,029 | 4.84% | 7,341,567 | 6,932,966 | 5.89% | 341 | 332 | 2.71% |
| INTERSTATE POWER COMPANY | 5,791,286 | 6,010,011 | -3.64% | 134,681 | 143,444 | -6.11% | 27 | 28 | -3.57% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 23,479,145 | 24,602,948 | -4.57% | 418,540 | 460,468 | -9.11% | 22 | 21 | 4.76% |
| M. LAMMEL PUBLIC UTILITY COMPANY | 5,612,504 | 5,514,275 | 1.78% | 84,318 | 84,183 | 0.16% | 133 | 128 | 3.91% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 3,515,920 | 3,474,157 | 1.20% | 77,004 | 74,606 | 3.21% | 26 | 24 | 8.33% |
| UNION ELECTRIC COMPANY | 85,265,089 | 80,732,004 | 5.61% | 2,202,458 | 2,234,891 | -1.44% | 425 | 442 | -3.85% |
| TOTAL | $2,108,880,584 | $1,858,600,477 | 13.47% | 40,985,245 | 39,730,399 | 3.16% | 2,638 | 2,254 | 17.04% |

ILLINOIS ELECTRIC UTILITIES
TABLE FOUR
SMALL SALES (COMMERCIAL)

| UTILITY | REVENUES 1986 | REVENUES 1985 | % CHG | MEGAWATT HOURS 1986 | MEGAWATT HOURS 1985 | % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $84,414,172 | $83,410,484 | 1.20% | 1,058,402 | 1,013,279 | 4.45% | 18,995 | 18,875 | 0.64% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 136,639,961 | 132,878,842 | 2.83% | 1,656,814 | 1,597,155 | 3.74% | 40,146 | 40,184 | -0.09% |
| COMMONWEALTH EDISON COMPANY | 1,664,789,529 | 1,646,364,519 | 1.12% | 19,514,790 | 20,920,182 | -6.72% | 248,492 | 244,517 | 1.63% |
| ILLINOIS POWER COMPANY | 187,592,247 | 179,665,137 | 4.41% | 2,821,336 | 2,706,217 | 4.25% | 56,442 | 56,057 | 0.69% |
| INTERSTATE POWER COMPANY | 3,635,061 | 3,411,994 | 6.54% | 53,105 | 50,219 | 5.75% | 1,940 | 1,922 | 0.94% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 33,261,482 | 30,796,685 | 8.00% | 427,141 | 414,371 | 3.08% | 8,398 | 8,416 | -0.21% |
| MT CARMEL PUBLIC UTILITY COMPANY | 1,239,070 | 1,256,544 | -1.39% | 13,900 | 14,244 | -2.42% | 959 | 953 | 0.63% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 1,307,069 | 1,245,179 | 4.97% | 22,188 | 21,954 | 1.07% | 616 | 603 | 2.16% |
| UNION ELECTRIC COMPANY | 37,315,100 | 33,739,480 | 10.60% | 610,900 | 577,699 | 5.75% | 7,519 | 7,433 | 1.16% |
| TOTAL | $2,150,193,691 | $2,112,769,864 | 1.77% | 26,178,576 | 27,315,320 | -4.16% | 383,507 | 378,960 | 1.20% |

ILLINOIS ELECTRIC UTILITIES
TABLE FIVE
PUBLIC STREET AND HIGHWAY LIGHTING SALES

| UTILITY | REVENUES | | | MEGAWATT HOURS | | | AVERAGE NUMBER CUSTOMERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG | 1986 | 1985 | % CH |
| CENTRAL ILLINOIS LIGHT COMPANY | $972,250 | $1,000,974 | -2.87% | 13,476 | 13,290 | 1.40% | 147 | 135 | 8.89% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 2,533,049 | 2,448,661 | 3.45% | 44,175 | 43,605 | 1.31% | 383 | 383 | 0.00% |
| COMMONWEALTH EDISON COMPANY | 36,150,487 | 32,000,626 | 12.97% | 552,071 | 551,120 | 0.17% | 1,529 | 1,527 | 0.13% |
| ILLINOIS POWER COMPANY | 4,802,155 | 4,686,675 | 2.46% | 57,148 | 57,101 | 0.08% | 375 | 374 | 0.27% |
| INTERSTATE POWER COMPANY | 122,807 | 119,676 | 2.62% | 978 | 1,074 | -8.94% | 8 | 8 | 0.00% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 1,102,096 | 1,035,140 | 6.47% | 14,929 | 14,941 | -0.08% | 67 | 64 | 4.69% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 48,249 | 47,793 | 0.95% | (187) | 510 | -136.67% | 10 | 10 | 0.00% |
| UNION ELECTRIC COMPANY | 1,510,909 | 1,437,382 | 5.12% | 15,676 | 15,610 | 0.42% | 71 | 68 | 4.41% |
| TOTAL | $47,242,002 | $42,776,927 | 10.44% | 698,266 | 697,251 | 0.15% | 2,590 | 2,569 | 0.82% |

ILLINOIS ELECTRIC UTILITIES
TABLE SIX
OTHER SALES TO PUBLIC AUTHORITIES *



| UTILITY | REVENUES 1986 | REVENUES 1985 | REVENUES % CHG | MEGAWATT HOURS 1986 | MEGAWATT HOURS 1985 | MEGAWATT HOURS % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | AVERAGE NUMBER OF CUSTOMERS %CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $1,317,517 | $1,352,729 | -2.60% | 19,409 | 19,078 | 1.73% | 78 | 81 | -3.70% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 6,473,311 | 6,411,416 | 0.97% | 110,608 | 111,865 | -1.12% | 368 | 360 | 2.22% |
| COMMONWEALTH EDISON COMPANY | 385,021,142 | 348,327,720 | 10.53% | 5,204,252 | 5,289,316 | -1.61% | 9,495 | 9,460 | 0.37% |
| ILLINOIS POWER COMPANY | 11,799,032 | 11,370,378 | 3.77% | 262,973 | 257,360 | 2.18% | 334 | 333 | 0.30% |
| INTERSTATE POWER COMPANY | 177,718 | 144,873 | 22.67% | 3,682 | 3,009 | 22.37% | 50 | 50 | 0.00% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 2,228,063 | 2,029,629 | 9.78% | 34,850 | 33,568 | 3.82% | 83 | 74 | 12.16% |
| MT CARMEL PUBLIC UTILITY COMPANY | 44,600 | 49,268 | -9.47% | 651 | 718 | -9.33% | 1 | 1 | 0.00% |
| TOTAL | $407,061,383 | $369,686,013 | 10.11% | 5,636,425 | 5,714,914 | -1.37% | 10,409 | 10,359 | 0.48% |

* - THIS CLASS OF SERVICE INCLUDES SALES TO MUNICIPALITIES OR OTHER GOVERNMENTAL AGENCIES UNDER SPECIAL CONTRACT AND AGREEMENTS

ILLINOIS ELECTRIC UTILITIES
TABLE SEVEN
SALES TO RAILROADS AND RAILWAYS

| UTILITY | REVENUES | | | MEGAWATT HOURS | | | AVERAGE NUMBER OF CUSTOMERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG |
| COMMONWEALTH EDISON COMPANY | $28,342,414 | $25,860,801 | 9.60% | 398,121 | 395,940 | 0.55% | 2 | 2 | 0.00% |
| TOTAL | $28,342,414 | $25,860,801 | 9.60% | 398,121 | 395,940 | 0.55% | 2 | 2 | 0.00% |

ILLINOIS ELECTRIC UTILITIES
TABLE EIGHT
TOTAL SALES TO ULTIMATE CONSUMERS

| UTILITY | REVENUES 1986 | REVENUES 1985 | % CH | MEGAWATT HOURS 1986 | MEGAWATT HOURS 1985 | % CHG | AVERAGE NUMBER OF CUSTOMERS 1986 | AVERAGE NUMBER OF CUSTOMERS 1985 | % CHG |
|---|---|---|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $295,883,898 | $293,371,639 | 0.86% | 4,388,992 | 4,238,877 | 3.54% | 181,956 | 182,222 | -0.15% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 459,909,482 | 449,244,494 | 2.37% | 6,765,575 | 6,690,569 | 1.12% | 304,247 | 304,337 | -0.03% |
| COMMONWEALTH EDISON COMPANY | 5,372,801,525 | 4,868,655,752 | 10.35% | 63,984,035 | 62,750,109 | 1.97% | 3,043,248 | 3,019,835 | 0.78% |
| ELECTRIC ENERGY INCORPORATED | 138,121,545 | 168,034,104 | -17.80% | 6,030,469 | 7,484,929 | -19.43% | 1 | 1 | 0.00% |
| ILLINOIS POWER COMPANY | 787,554,616 | 748,851,714 | 5.17% | 14,680,711 | 13,880,830 | 5.76% | 537,488 | 534,081 | 0.64% |
| INTERSTATE POWER COMPANY | 14,095,985 | 13,941,016 | 1.11% | 254,609 | 258,923 | -1.67% | 10,044 | 10,010 | 0.34% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 105,317,291 | 101,562,516 | 3.70% | 1,362,453 | 1,380,902 | -1.34% | 79,698 | 80,009 | -0.39% |
| MT CARMEL PUBLIC UTILITY COMPANY | 10,331,680 | 10,047,386 | 2.83% | 142,801 | 140,797 | 1.42% | 5,614 | 5,666 | -0.92% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 7,139,985 | 6,966,608 | 2.49% | 174,628 | 172,717 | 1.11% | 5,764 | 5,745 | 0.33% |
| UNION ELECTRIC COMPANY | 169,618,225 | 155,699,332 | 8.94% | 3,417,969 | 3,399,252 | 0.55% | 68,691 | 68,604 | 0.13% |
| TOTAL | $7,360,773,242 | $6,816,374,561 | 7.99% | 101,162,242 | 100,357,901 | 0.80% | 4,236,231 | 4,209,930 | 0.62% |

ILLINOIS ELECTRIC UTILITIES
TABLE NINE
SALES FOR RESALE

| UTILITY | REVENUES | | | MEGAWATT HOURS | | | AVERAGE NUMBER OF CUSTOMERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG |
| CENTRAL ILLINOIS LIGHT COMPANY | $1,823,622 | $2,696,159 | -32.36% | 38,329 | 56,061 | -31.63% | 2 | 3 | -33.33% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 33,719,328 | 74,248,563 | -54.59% | 742,282 | 1,586,432 | -53.21% | 43 | 133 | -67.67% |
| COMMONWEALTH EDISON COMPANY | 65,432,947 | 58,806,574 | 11.27% | 1,133,206 | 1,080,451 | 4.88% | 9 | 9 | 0.00% |
| ELECTRIC ENERGY INCORPORATED | 9,130,399 | 12,747,693 | -28.38% | 239,256 | 410,958 | -41.78% | 4 | 4 | 0.00% |
| ILLINOIS POWER COMPANY | 21,611,319 | 21,036,019 | 2.73% | 554,746 | 546,328 | 1.54% | 10 | 13 | -23.08% |
| INTERSTATE POWER COMPANY | 40,685 | 37,953 | 7.20% | 1,385 | 1,291 | 7.28% | 2 | 2 | 0.00% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 0 | 8,507,691 | -100.00% | 0 | 157,201 | -100.00% | 0 | 1 | -100.00% |
| MT CARMEL PUBLIC UTILITY COMPANY | 119,533 | 115,412 | 3.57% | 3,457 | 3,157 | 9.50% | 1 | 1 | 0.00% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 158,812 | 137,877 | 15.18% | 8,345 | 6,654 | 25.41% | 1 | 1 | 0.00% |
| TOTAL | $132,036,645 | $178,333,941 | -25.96% | 2,721,006 | 3,848,533 | -29.30% | 71 | 166 | -57.23% |

ILLINOIS ELECTRIC UTILITIES
TABLE TEN
INTERDEPARTMENTAL SALES

| UTILITY | REVENUES 1986 | REVENUES 1985 | REVENUES % CH | MEGAWATT HOURS 1986 | MEGAWATT HOURS 1986 | MEGAWATT HOURS % CHG |
|---|---|---|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $76,472 | $53,801 | 42.14% | 1,311 | 887 | 47.80% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 17,285 | 15,361 | 12.53% | 677 | 518 | 30.69% |
| INTERSTATE POWER COMPANY | 2,620 | 2,825 | -7.26% | 16 | 12 | 33.33% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 1,183 | 1,535 | -22.93% | 57 | 69 | -17.39% |
| TOTAL | $97,560 | $73,522 | 32.69% | 2,061 | 1,486 | 38.69% |

ILLINOIS ELECTRIC UTILITIES
TABLE ELEVEN
TOTAL SALES OF ELECTRICITY

| UTILITY | REVENUES | | | MEGAWATT HOURS | | | AVERAGE NUMBER OF CUSTOMERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | % CH | 1986 | 1985 | % CHG | 1986 | 1985 | % CHG |
| CENTRAL ILLINOIS LIGHT COMPANY | $297,783,992 | $296,121,599 | 0.56% | 4,428,632 | 4,295,825 | 3.09% | 181,958 | 182,225 | -0.15% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 493,646,095 | 523,508,418 | -5.70% | 7,508,534 | 8,277,519 | -9.29% | 304,290 | 304,471 | -0.06% |
| COMMONWEALTH EDISON COMPANY | 5,438,234,472 | 4,927,462,326 | 10.37% | 65,117,241 | 63,830,560 | 2.02% | 3,043,256 | 3,019,943 | 0.78% |
| ELECTRIC ENERGY INCORPORATED | 147,251,944 | 180,781,797 | -18.55% | 6,269,725 | 7,895,887 | -20.60% | 5 | 5 | 0.00% |
| ILLINOIS POWER COMPANY | 809,165,935 | 769,887,733 | 5.10% | 15,235,457 | 14,427,158 | 5.60% | 537,498 | 534,094 | 0.64% |
| INTERSTATE POWER COMPANY | 14,139,290 | 13,981,794 | 1.13% | 256,010 | 260,226 | -1.62% | 10,046 | 10,012 | 0.34% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 105,317,291 | 110,070,207 | -4.32% | 1,362,453 | 1,538,103 | -11.42% | 79,698 | 80,010 | -0.39% |
| MT CARMEL PUBLIC UTILITY COMPANY | 10,451,213 | 10,162,798 | 2.84% | 146,258 | 143,954 | 1.60% | 5,615 | 5,667 | -0.92% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 7,298,980 | 7,106,020 | 2.72% | 147,030 | 139,476 | 2.58% | 5,245 | 5,144 | 1.97% |
| UNION ELECTRIC | 169,618,225 | 155,699,732 | 8.94% | 3,417,969 | 3,399,252 | 0.55% | 69,691 | 68,604 | 0.13% |
| TOTAL | $7,492,907,447 | $6,994,782,024 | 7.12% | 103,885,309 | 104,207,920 | -0.31% | 4,236,302 | 4,210,097 | 0.62% |

ILLINOIS ELECTRIC UTILITIES
TABLE TWELVE
OTHER ELECTRIC OPERATING REVENUES

| UTILITY | REVENUES 1986 | 1985 | % CHG |
|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $1,149,416 | $434,525 | 164.52% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 11,586,637 | 6,391,365 | 81.29% |
| COMMONWEALTH EDISON COMPANY | 40,275,944 | 36,688,798 | 9.78% |
| ELECTRIC ENERGY INCORPORATED | 0 | 0 | 0.00% |
| ILLINOIS POWER COMPANY | 4,978,151 | (3,403,851) | 246.25% |
| INTERSTATE POWER COMPANY | 112,530 | 126,542 | -11.07% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 6,279,060 | 7,390,507 | -15.04% |
| MT CARMEL PUBLIC UTILITY COMPANY | 76,024 | 52,891 | 43.74% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 27,448 | 3,798 | 622.70% |
| UNION ELECTRIC COMPANY | 1,225,742 | 1,273,239 | -3.73% |
| TOTAL | $65,710,952 | $48,957,814 | 34.22% |

ILLINOIS ELECTRIC UTRIC UTILITIES
TABLE THIRTEEN
TOTAL ELECTRIC OPERATING REVENUES

| UTILITY | REVENUES 1986 | 1985 | % CHG |
|---|---|---|---|
| CENTRAL ILLINOIS LIGHT COMPANY | $298,933,408 | $296,556,124 | 0.80% |
| CENTRAL ILLINOIS PUBLIC SERVICE CO | 505,232,732 | 529,899,783 | -4.66% |
| COMMONWEALTH EDISON COMPANY | 5,478,510,416 | 4,964,151,124 | 10.36% |
| ELECTRIC ENERGY INCORPORATED | 147,251,944 | 180,781,797 | -18.55% |
| ILLINOIS POWER COMPANY | 814,144,086 | 766,483,882 | 6.22% |
| INTERSTATE POWER COMPANY | 14,251,820 | 14,108,336 | 1.02% |
| IOWA-ILLINOIS GAS & ELECTRIC CO | 111,596,351 | 117,460,714 | -4.99% |
| MT CARMEL PUBLIC UTILITY COMPANY | 10,527,237 | 10,215,689 | 3.05% |
| SOUTH BELOIT WATER, GAS & ELECTRIC CO | 7,326,428 | 7,109,818 | 3.05% |
| UNION ELECTRIC COMPANY | 170,843,977 | 156,972,571 | 8.84% |
| TOTAL | $7,558,618,399 | $7,043,739,838 | 7.31% |